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North Dakota

division of economic development & finance

commerce matters

New Economic Development and Finance Director Joins Commerce

The North Dakota Department of Commerce welcomes Paul Lucy as the new Economic Development and Finance Director, who joined the department Oct. 5. He takes on the position, following Linda Butts' transition within Commerce.

"I look forward to being a part of an organization with the commitment to being professional, responsive and effective in supporting the economic development efforts of the people and the communities of North Dakota, as well as for the businesses we serve," Paul said.

Paul's economic development background and experience includes work with the Souris Basin Planning Council in Minot, and as the Executive Director of the McKenzie County Jobs Development Authority and the McKenzie County Tourism Bureau in Watford City. Paul was also Vice President and President of the Minot Area Development Corporation and most recently, Senior Vice President of the Greater Fargo Moorhead Economic Development Corporation.

North Dakota's economic development strengths and opportunities are key drivers for Paul's decision to take on his new role at Commerce.

"North Dakota has an existing and growing base of resources and infrastructure capable of supporting businesses across multiple industry sectors," he said. "These resources put North Dakota in a tremendous position to capitalize on new, expanding, and start-up business developments throughout the entire state, ranging from agricultural and energy-related

projects, to advanced technology business opportunities in the life and physical sciences."

Paul Lucy can be reached at Commerce at plucy@nd.gov or 701-328-5300. ●

Trail King Expands Operations in West Fargo

On Sept. 18, Governor John Hoeven and Jerry Thomsen, president of Trail King Industries, Inc., announced the company is expanding in West Fargo. A new 160,000 square-foot facility will be built, with production scheduled to begin in the spring of 2007. Trail King currently employs 150 people in West Fargo and this expansion will increase the workforce need to 225 within the next two years and up to 300 within five years. The company manufactures a complete line of open deck and material hauling trailers at its plants in Mitchell, SD; West Fargo, ND; and Brookville, PA. Trail King is a wholly owned subsidiary of Carlisle Companies, Inc. ●



Pictured here is one type of Red River Series truck trailer that is manufactured at the Trail King West Fargo manufacturing facility. Trail King is expanding in West Fargo and will double its workforce during the next five years.





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Economic Roundtable Planned Nov. 14

In early May, economic development professionals from across the state met at the North Dakota Department of Commerce to discuss issues and new topics affecting statewide economic development. Commerce Commissioner Shane Goettle, along with other state agency directors, Eric Hardmeyer, Cory Fong, Maren Daley and Clare Carlson, led the roundtable.

A second session is planned Nov. 14 from 1 to 3 p.m. at Commerce offices. Rep. Rick Berg will be an additional guest for this meeting to discuss legislative topics. If you would like to attend, please RSVP to Pamela Trhlik at 701-328-5371 or ptrhlik@nd.gov. ●

Plan to Attend the Governor's Choice for Economic Development Awards Banquet

Oct. 18 is the submission deadline for the 2006 Governor's Choice for Economic Development Award nominations. This year there are five categories: Professional Developer of the Year, Volunteer Developer of the Year, Project of the Year, Ambassador of the Year and a new category, Innovator of the Year.

The nomination forms can be obtained through the www.growingnd.com website. On the homepage, select Governor's Choice for Economic Development under the "Quick Link" drop down menu selections.

If you have any further questions about the awards, please contact Pamela Trhlik at the North Dakota Department of Commerce at 701-328-5371. The awards will be given out during the EDND fall/winter meeting. A banquet is scheduled for Tuesday, Dec. 5. Invitations to the event will be sent out in early November. ●



Four national journalists toured eastern and western North Dakota businesses recently. Pictured here the group tours Global Electric Motorcars. On the left, Russ Kiefer, director of Sales and Marketing, shows the GEM assembly line. Journalists from front to back are Ken Korane -- Machine Design, Peter Sobchak -- Building Magazine and Peter Fretty -- freelancer writer. Matthew Naitove -- Plastics Technology, is not pictured. The group also toured Alien Technology, NDSU Research Technology Park, Red Trail Energy, TMI Systems Design and met with officials from LM Glasfiber.

Where Manufacturing Matters Conference Scheduled in November

The Dakota MEP, Inc. is hosting its first annual *Where Manufacturing Matters* conference Nov. 20-21. It is designed to provide manufacturers with opportunities to interact with others in their industry, and to assist them in building the profitability, value and competitiveness of their companies. The conference will be held at the Ramada Plaza Suites in Fargo from noon to noon those scheduled days. Participants who register by Oct. 31, will receive a free book *Rebirth of American Industry*.

Outside of the manufacturing community, leaders and supporters of manufacturing are encouraged to attend. To register for the November conference, go to www.dakotamep.com. The event is listed on the homepage, and the site is secure so you will be able to use a credit card. For more information call Dolly Branley at 701-328-5474.

Sponsorships are available to non-manufacturing organizations. If you would like to be a conference sponsor, contact Sheila Link at 701-328-5475. ●

ND Workforce Development Division Plans “Talent Initiative” Strategy

With unemployment at an all-time low in North Dakota, key steps are being put in place to help attract and retain a quality workforce throughout the state. The oil and gas, manufacturing and retail sectors are just a few areas in need of additional workforce.

The North Dakota Workforce Development Division within Commerce is leading a new “Talent Initiative” strategy to create a stronger employment balance throughout the state.

Workforce Development Director Jim Hirsch says the three major goals of this strategy include:

Increase the quantity and quality of North Dakota’s workforce by integrating soft skills, cultural diversity and work readiness into all education and training offerings.

Transition from a workforce to a talent force through a workforce improvement focus that adopts a life-long learning model with opportunity to continually train up.

Reduce unemployment to the state average in counties and areas of the state with current unemployment above the state average.

A strategic road map and 10 areas of continuous improvement have been designed to achieve these goals. Several initiatives have been proposed by the interim Economic Development Committee for recommendation during the next legislative session.

If you have any questions regarding work in progress on the initiative, please contact Jim Hirsch at 701-328-5345 or jhirsch@nd.gov. ●

Marathon Oil Celebrates Business Opening in Dickinson

Houston-based Marathon Oil held a grand opening ceremony for its Dickinson office on Sept. 28 with Gov. John Hoeven. This celebration marked the beginning of extensive drilling operations in western North Dakota.

Marathon started drilling in June and is expected to employ 20-30 people at the Dickinson office by the first of the year. When the company is at full operations, it is expected to employ 200 people.

Stark Development Corporation Development Director Gaylon Baker says Marathon is centering its drilling operations in the Bakken Shale formation and have already had successes. Two wells are in operation with 300 eventually planned.

Marathon has blueprints for a new facility to be built in north Dickinson, which Baker says is planned for a 2007 completion. “Marathon is the nation’s fourth largest oil company and its presence in Dickinson is well received,” Baker said. “The company will create new jobs and new wealth for this region.” ●



State and regional leaders joined Marathon Oil executives Thursday, Sept. 28, to celebrate the company’s expansion into North Dakota.



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Standing is Amanda Mack, and seated third from right is Linda Butts who co-hosted an Ambassador session in Minneapolis recently. This photo was provided by Ambassador Pat Carney,

who is originally from Devils Lake. He heads up The Carney Group, a PR/Marketing firm in Minneapolis, and said this about the state and the program: "North Dakota is in ascendance. North Dakota is potential. North Dakota is the clean, uncrowded, well-educated, high-tech future that the twenty-first century holds as a promise. I am proud of where I'm from. My interest in North Dakota Ambassadors could just be the nostalgic warmth of childhood memories, but it's more than that. I'm a businessman and there is work to be done, progress to be developed, money to be made and alliances to be formed."

Ambassadors Get Involved in Commerce Brainstorming Sessions

More than 1,100 North Dakotans, former North Dakotans and "fans" of the state are official Ambassadors. Designed as a networking program, Ambassadors have brought new business and wealth into the state through leads and relocations.

To enhance networking opportunities, Amanda Mack, Ambassador program director, hosted two brainstorming events in Bismarck and Minneapolis, gathering new ideas for the program and special events.

"Each time I put out a call to action to Ambassadors, the response is heartening," Mack said. "The strength of the program resides in the enthusiasm of Ambassadors and their commitment to the state's growth."

Bismarck Ambassadors met in September to suggest ideas for program development and membership enhancement. A second session with a representation of Minneapolis

Ambassadors was also held in September to get networking and media ideas for the upcoming "Experience North Dakota" event planned Nov. 18 in St. Paul.

"The gifts, talents, and expertise of our Ambassadors, coupled with their ideas and passion for the state gives us a real insider's edge when we go into a new market," Mack said. "Ambassadors are our on-the-ground intelligence network!"

For more information about the Ambassador program, visit www.luvnd.com. If you are already an Ambassador and have great ideas about growing the membership, contact Amanda at 701-328-7264. ●

North Dakota Represented at Several Events

Business developers within Economic Development & Finance will be attending various conferences pertaining to North Dakota's economic strengths. Conferences include: Upper Great Plains Technology Conference, Oct. 9-10; American Wind Energy Association Fall Energy Symposium, Dec. 6-8; and Medical Alley/Life Science Alley Dec. 6.

Commerce Commissioner Shane Goettle is a featured speaker at this year's Power-Gen International, Nov. 28-30, in Orlando, FL. His speech is titled *Is There a Sensible Energy Policy Out There?* ●

North Dakota

BUSINESS HOTLINE:

1-866-4DAKOTA

(1-866-432-5682)